META-125527317 SERFF Tracking Number: State: Arkansas Filing Company: State Tracking Number: 38505 Metropolitan Life Insurance Company.

Company Tracking Number: I08-11

TOI: LTC03I Individual Long Term Care Sub-TOI: LTC03I.001 Qualified

Product Name: Individual Long-Term Care Insurance Advertising

I08-11/i08-11 Project Name/Number:

#### Filing at a Glance

Company: Metropolitan Life Insurance Company.

Product Name: Individual Long-Term Care SERFF Tr Num: META-125527317 State: ArkansasLH

Insurance Advertising

SERFF Status: Closed State Tr Num: 38505 TOI: LTC03I Individual Long Term Care Sub-TOI: LTC03I.001 Qualified Co Tr Num: 108-11 State Status: Filed-Closed Co Status: Filing Type: Advertisement Reviewer(s): Harris Shearer

Author: Mary Rinaldi Disposition Date: 04/15/2008 Date Submitted: 03/24/2008 Disposition Status: Filed-Closed

Implementation Date Requested: On Approval Implementation Date:

State Filing Description:

#### General Information

Project Name: 108-11

Project Number: i08-11 Requested Filing Mode: Review & Approval **Domicile Status Comments:** Explanation for Combination/Other: Market Type: Individual Group Market Size: Submission Type: New Submission

Overall Rate Impact: Filing Status Changed: 04/21/2008

Corresponding Filing Tracking Number:

State Status Changed: 04/21/2008

Filing Description: Re: Filing No. 108-11

Metropolitan Life Insurance Company ("MetLife") Individual Long-Term Care Insurance Advertising

NAIC Company No. 65978 - FEIN No. 13-5581829

Dear Sir/Madam:

Status of Filing in Domicile: Authorized

Date Approved in Domicile: Group Market Type:

Deemer Date:

SERFF Tracking Number: META-125527317 State: Arkansas
Filing Company: Metropolitan Life Insurance Company. State Tracking Number: 38505

Company Tracking Number: 108-11

TOI: LTC031 Individual Long Term Care Sub-TOI: LTC031.001 Qualified

Product Name: Individual Long-Term Care Insurance Advertising

Project Name/Number: I08-11/i08-11

We enclose for filing electronic copies of the Individual long-term care advertising materials described below. The materials are intended for use with the following approved Individual long-term care policy forms LTC2-IDEAL AR, LTC2-PREM AR, LTC2-VAL AR, LTC2-FAC AR approved by your Department on January 13, 2005 and LTC2007 AR approved on August 17, 2007.

The advertising materials are new and do not replace any materials previously filed with your Department.

Advertising Form Number Brief Description of Invitation to Inquire Advertising Material

ADF#1838.08 LTC Claims Experience Sell Sheet

Variable material will be modified in accordance with the enclosed Explanation of Variables.

The NAIC form is enclosed and the filing fee check has been mailed to your Department.

Please advise us of your action on this submission in accordance with your usual procedures.

If you have any questions or comments, please do not hesitate to contact me.

Sincerely,

Mary J. Rinaldi

Consultant-Compliance Marketing/AD

#### **Company and Contact**

#### **Filing Contact Information**

Mary Rinaldi, Consultant- Compliance mrinaldi@metlife.com

MKTG/AD

Green Farms Road (203) 221-3859 [Phone]

Westport, CT 06880

**Filing Company Information** 

Metropolitan Life Insurance Company. CoCode: 65978 State of Domicile: New York

SERFF Tracking Number: META-125527317 State: Arkansas

Filing Company: Metropolitan Life Insurance Company. State Tracking Number: 38505

Company Tracking Number: 108-11

TOI: LTC031 Individual Long Term Care Sub-TOI: LTC031.001 Qualified

Product Name: Individual Long-Term Care Insurance Advertising

Project Name/Number: I08-11/i08-11

1MetLife PlazaGroup Code: -99Company Type: LifeLong Island City, NY 11101-4015Group Name:State ID Number:

(111) 111-1111 ext. [Phone] FEIN Number: 13-5581829

-----

Company Tracking Number: 108-11

TOI: LTC031 Individual Long Term Care Sub-TOI: LTC031.001 Qualified

Product Name: Individual Long-Term Care Insurance Advertising

Project Name/Number: 108-11/i08-11

#### **Filing Fees**

Fee Required? Yes
Fee Amount: \$25.00
Retaliatory? No

Fee Explanation: per form

Per Company: No

COMPANY AMOUNT DATE PROCESSED TRANSACTION #

Metropolitan Life Insurance Company. \$0.00 03/24/2008

CHECK NUMBER CHECK AMOUNT CHECK DATE 000904846 \$25.00 03/14/2008

Company Tracking Number: 108-11

TOI: LTC031 Individual Long Term Care Sub-TOI: LTC031.001 Qualified

Product Name: Individual Long-Term Care Insurance Advertising

Project Name/Number: I08-11/i08-11

#### **Correspondence Summary**

#### **Dispositions**

Status	Created By	Created On	Date Submitted
Filed-Close	d Harris Shearer	04/21/2008	04/21/2008

Company Tracking Number: 108-11

TOI: LTC03I Individual Long Term Care Sub-TOI: LTC03I.001 Qualified

Product Name: Individual Long-Term Care Insurance Advertising

Project Name/Number: I08-11/i08-11

#### **Disposition**

Disposition Date: 04/15/2008

Implementation Date: Status: Filed-Closed

Comment:

Rate data does NOT apply to filing.

Company Tracking Number: 108-11

TOI: LTC031 Individual Long Term Care Sub-TOI: LTC031.001 Qualified

Product Name: Individual Long-Term Care Insurance Advertising

Project Name/Number: 108-11/i08-11

Item Type	Item Name	Item Status	Public Access
Supporting Document	Explanation of Variables	Filed-Closed	Yes
Supporting Document	NAIC Form	Filed-Closed	Yes
Supporting Document	Cover Letter	Filed-Closed	Yes
Form	LTC Claims Experience Sell Sheet	Filed-Closed	Yes

Company Tracking Number: 108-11

TOI: LTC031 Individual Long Term Care Sub-TOI: LTC031.001 Qualified

Product Name: Individual Long-Term Care Insurance Advertising

Project Name/Number: 108-11/i08-11

#### Form Schedule

Lead Form Number: ADF#1838.08

Review	Form	Form Type Form Name	Action	Action Specific	Readability	Attachment
Status	Number			Data		
Filed-	ADF#1838	3. Advertising LTC Claims	Initial		0	ADF#1838.07
Closed	07	Experience Sell				_LTC_Claims
		Sheet				Experience_S
						ell Sheet.pdf

### **Care Coordinators**

Committed to Helping Our Insureds Every Day

## **MetLife**®





#### Proud to Stand Behind Our Promises

- Claims are generally paid on average of 10 business days of receipt of all required information.
- MetLife sends satisfaction surveys to 100% of insureds who become eligible for benefits and over 95% rate their experience as either excellent or very good.

With MetLife Long-Term Care Insurance, you can feel good about the benefits and services MetLife can bring to your life. Our simple claims process and our impressive track record for paying claims quickly means that you and your family can get the help you need when you need it most, without any added burden or stress. But that's just the beginning of the story...

**Personalized, proactive assistance.** MetLife's Care Coordinators help you make the best use of your benefits, so that you are living your life at the highest possible level of independence. And, because each policyholder works with a dedicated MetLife-employed Care Coordinator for his or her entire benefit period, the service is highly personalized.

# 2 true stories that show how MetLife's Care Coordinators help our insureds and their families every day.

#### MAKING SURE THE RIGHT SERVICES ARE IN PLACE\*

When Anne's MetLife Care Coordinator, Maura, called to check on her, she immediately sensed that something wasn't right. She called Anne's daughter and then made a call to Anne's doctor, who confirmed that Anne, age 78, had developed dementia from a series of small strokes. Concerned that it wasn't safe for Anne to remain living alone in her home, Maura suggested daily home care. Working closely with Anne's doctor and daughter, Maura researched home care agencies to help find the right care for Anne. However, Anne kept canceling every home care appointment that was made for her. Maura realized that Anne's condition was getting worse and consulted with Anne's doctor and daughter to figure out the best plan of care for her. Today, with Maura's help, Anne is living comfortably in an assisted living facility and is doing quite well.



## Experienced, Compassionate Care Coordinators

Are dedicated to helping you understand your benefits and care options.

- Include Registered Nurses, most of whom have been with MetLife for more than 5 years.
- Have extensive experience in long-term care services, on average more than 15 years.

#### SUPPORTING THE FAMILY DURING DIFFICULT TIMES\*

Harry, age 57, was diagnosed with Alzheimer's disease soon after he fell off a ladder. His doctor believes he may have had early stages of the disease prior to the fall, but suspects the fall contributed to his increasingly confused state-of-mind. Harry's wife worked full-time, so he began attending an adult day care near their home. He walked there each day by himself, but soon had difficulty finding his way home. Worried and overwhelmed, Harry's wife called his MetLife Care Coordinator, Maggie. Working closely with Harry's doctor, Maggie helped Harry's wife understand and cope with her husband's deteriorating condition, giving her useful information and referring her to support groups. Maggie also helped Harry's wife research care options for her husband. This began with home-based care to supplement the adult day care services and ensure that Harry would not be left alone. When Harry's needs increased, Maggie helped his wife research assisted living facilities and provided her with information on how to select a facility. Eventually, Harry needed the constant care of a nursing facility and Maggie supported Harry's wife throughout this difficult transition.

Our Care Coordinators are here for you and can provide the support you need with your MetLife Long-Term Care Insurance policy. [For more information contact your local MetLife Insurance Agent.]

Subject to state availability, Metropolitan Life Insurance Company ("MetLife") individual Long-Term Care ("LTC") Insurance coverage is offered by the following MetLife policies: LTC2-VAL, LTC2-IDEAL, LTC2-PREM, LTC2-FAC, and LTC2007. In some states, these identifiers may be followed by the state's 2-letter abbreviation; "ML" for Multi-Life; and/or "P" for Partnership policies.

MetLife's LTC Insurance policies are guaranteed renewable and, like most LTC Insurance policies, cannot be cancelled due to an increase in your age or a change in your health. Premium rates can be raised as the result of a rate increase made on a class-basis. Like most LTC Insurance policies, MetLife's policies contain certain exclusions, limitations, elimination periods, reductions of benefits and terms for keeping them in-force. For complete costs and details contact your insurance agent.

• Not A Deposit Or Other Obligation Of Bank • Not FDIC-Insured • Not Insured By Any Federal Government Agency • Not Issued, Guaranteed Or Underwritten By Bank Or FDIC • Not A Condition To The Provision Or Term Of Any Banking Service Or Activity • Policy Is An Obligation Of The Issuing Insurance Company



<sup>\*</sup> These are true stories about actual policyholders. Their names and the names of their family members and Care Coordinators have been changed to protect their privacy.

Company Tracking Number: 108-11

TOI: LTC031 Individual Long Term Care Sub-TOI: LTC031.001 Qualified

Product Name: Individual Long-Term Care Insurance Advertising

Project Name/Number: I08-11/i08-11

#### **Rate Information**

Rate data does NOT apply to filing.

SERFF Tracking Number: META-125527317 State: Arkansas
Filing Company: Metropolitan Life Insurance Company. State Tracking Number: 38505

Company Tracking Number: 108-11

TOI: LTC031 Individual Long Term Care Sub-TOI: LTC031.001 Qualified

Product Name: Individual Long-Term Care Insurance Advertising

Project Name/Number: 108-11/i08-11

#### **Supporting Document Schedules**

**Review Status:** 

Satisfied -Name: Explanation of Variables Filed-Closed 04/21/2008

Comments: Attachment:

EOV\_ADF#1838.07 .pdf

**Review Status:** 

Satisfied -Name: NAIC Form Filed-Closed 04/21/2008

Comments:

**Attachment:** AR \_ NAIC\_Individual.pdf

**Review Status:** 

Satisfied -Name: Cover Letter Filed-Closed 04/21/2008

Comments: Attachment:

AR\_I\_Filing Letter .pdf



Metropolitan Life Insurance Company NAIC: 241-65978

#### **EXPLANATION OF VARIABLE MATERIAL**

#### **Claims Experience Sell Sheet**

#### ADF#1838.07

There is one type of variable material set forth in brackets within the enclosed form. It is:

1. Specific variable material

#### **Specified Variable Material**

Specific variable material will be changed only as indicated in the explanation set forth below.

#### Section Explanation

"For more information contact your local MetLife Insurance Agent."

We want to offer our independent producers the option to either use this call to action or not to use this call to action.

#### Life, Accident & Health, Annuity, Credit Transmittal Document

Reset Form

1.	Prepared for the State of	ARKANSAS					
_	Γ	Description of the Oak					
2.	Department Use Only State Tracking ID						
3.	Insurer Name & Address	Domicile	Insurer License Type	NAIC Group	NAIC#	FEIN#	STATE #
Metropolitan Life Insurance Company Long-Term Care Insurance Division 57 Greens Farms Road Westport, CT 06881-9909		New York	A&H	241	65978	13-5581829	
4.	Contact Name & Address	Telephone	#	Fax #		E-mail Address	
Mary J. Rinaldi Metropolitan Life Insurance Company Long-Term Care Insurance Division 57 Greens Farms Road Westport, CT 06881-9909		203.221.3859		203.221.6573		mrinaldi@metlif	e.com
5.	Requested Filing Mode    Review & Approval						
6.	<b>Company Tracking Number</b>	: I08-11	Advei	rtising Form: AD	F#1838.08		
7.							
		☐ Individ	dual	Franchise			
8.	Market	Group		☐ Small     ☐ Large     ☐ Small and Large       ☐ Employer     ☐ Association     ☐ Blanket       ☐ Discretionary     ☐ Trust       ☐ Other:			
9.	Type of Insurance	LTC031	Individual Long	-Term Care Insur	ance		
10.	Product Coding Matrix Matix Filing Code  LTC031.001 - Qualified						

Effecti	Effective March 1, 2007						
11.	Submitted Documents	FORMS					
12.	Filing Submission Date	March 24, 2008					
13.	Filing Fee (If required)	Amount         \$25.00         Check Date         March 14, 2008           Retaliatory         Yes         No         Check Number         000904846					
1.4	Date of Domiciliary Approval	NA New York does not require LTCI advertising to be filed.					
14.	Date of Donnellary Approval	100 1018 does not require L1 C1 advertising to be fried.					
15.	Filing Description:	INDIVIDUAL LONG-TERM CARE INSURANCE ADVERTISING MATERIAL(S)					
		INDIVIDUAL LONG-TERM CARE INSURANCE ADVERTISING MATERIAL(S)					
	Filing Description:	INDIVIDUAL LONG-TERM CARE INSURANCE ADVERTISING MATERIAL(S)  R					
	Filing Description:	INDIVIDUAL LONG-TERM CARE INSURANCE ADVERTISING MATERIAL(S)					
	Filing Description:	INDIVIDUAL LONG-TERM CARE INSURANCE ADVERTISING MATERIAL(S)  R					
15.	Filing Description:  PLEASE SEE COVER LETTE  Certification (If required)	INDIVIDUAL LONG-TERM CARE INSURANCE ADVERTISING MATERIAL(S)  R  View Complete Filing Description  wed the applicable filing requirements for this filing, and complies with all applicable					
16. I HE statut	Filing Description:  PLEASE SEE COVER LETTE.  Certification (If required)  CREBY CERTIFY that I have revie	INDIVIDUAL LONG-TERM CARE INSURANCE ADVERTISING MATERIAL(S)  R  View Complete Filing Description  wed the applicable filing requirements for this filing, and complies with all applicable					

Effective (videoff 1, 2007)								
17. Form Filing Attachment								
This f	This filing transmittal is part of company tracking number I08-11							
This f	This filing corresponds to rate filing company tracking number							
	Document Name	Form Number		Replace Form Number				
	Description		N7	Previous State Filing Number				
01	LTC Claims Experience Sell Sheet	ADF#1838.08	<ul><li>☑ Initial</li><li>☐ Revised</li><li>☐ Other</li></ul>					
02			☐ Initial					
			☐ Revised					
			Other					
03								
			☐ Revised					
			Other					
04			☐ Initial					
			☐ Revised					
			Other					
05			☐ Initial					
			☐ Revised					
			Other					
06			☐ Initial					
06			Revised					
			Other					
07			☐ Initial ☐ Revised					
			Other					
08			☐ Initial					
			Revised					
			Other					
09			☐ Initial					
			☐ Revised ☐ Other					
10			☐ Initial					
			Revised					
			Other					
11			Initial					
			Revised					
			Other					
12			Initial					
			Revised					
			☐ Other					

LH FFA-1

18.	Rate Filing Attachment					
This filing transmittal is part of company tracking number						
This filing corresponds to form		mber				
Overall percentage rate impact	t for this filing				%	
	Document Name	Affected Number			Previous State Filing Number	
	Description	rvanioei	3			
01				☐ New ☐ Revised		
	1			Request +%%		
				Other		
02				□New □Revised		
	1					
				Other		
03				☐ New		
	4			Revised		
				Other		
04				New		
				Revised		
				Request +%%  Other		
05				New		
				Revised		
	1					
				☐ Other		
06				☐ New		
	4			Revised		
				Request +%%		
				Other		
07				New		
				Revised		
				Request +%%  Other		
08				New		
00				Revised		
	1			Request +%%		
				☐ Other		
09				New		
				Revised		
	-			Request +%%		
				Other		
LH RFA-1						

Metropolitan Life Insurance Company 57 Greens Farms Road, Westport, CT 06880 Tel 203 221-3859 Fax 203 221-6573 Mrinaldi@metlife.com



Mary J. Rinaldi Long-Term Care

March 24, 2008

Commissioner of Insurance Arkansas Insurance Department 1200 West 3rd Street Little Rock, Arkansas 72201-1904

Re: Filing No. 108-11

Metropolitan Life Insurance Company ("MetLife") Individual Long-Term Care Insurance Advertising NAIC Company No. 65978 - FEIN 13-5581829

Dear Sir/Madam:

We enclose for filing electronic copies of the Individual long-term care advertising materials described below. The materials are intended for use with the following approved Individual long-term care policy forms LTC2-IDEAL AR, LTC2-PREM AR, LTC2-VAL AR, LTC2-FAC AR approved by your Department on January 13, 2005 and LTC2007 AR approved on August 17, 2007.

The advertising materials are new and do **not** replace any materials previously filed with your Department.

#### **Advertising Form Number**

**Brief Description of Invitation to Inquire Advertising Material** 

ADF#1838.08

LTC Claims Experience Sell Sheet

Variable material will be modified in accordance with the enclosed Explanation of Variables.

The NAIC form is enclosed and the filing fee check has been mailed to your Department.

Please advise us of your action on this submission in accordance with your usual procedures.

If you have any questions or comments, please do not hesitate to contact me.

Sincerely,

Mary J. Rinaldi

Mary J. Braille

Consultant-Compliance Marketing/AD